

## From the Man About Town

BY THE MAN ABOUT TOWN  
Hammond merchants are up in arms against the latest "gettem & skinnem" trick that is being perpetrated upon innocent citizens of the city by a group of Chicago "shyster" clothiers.

"To think," said a State street merchant, "that those birds from Chicago with monosyllabic brains can come out here and beg people into falling for their tommy-rot 'bargain' stunts is beyond me."

The particular graft to which the merchant referred to is called "The Monahan System." The name isn't "Monahan," but it's another equally Irish appellation. Of course there is nothing Irish about the firm or its methods save perhaps the humor of its simple appeal directed to the rank and file who still cling to the belief that something can be had for nothing.

A salesman for the firm, whose office is on South Wabash ave., is now operating in Hammond.

Knowing the inherent gullibility of woman, which in the case of the housewife is actuated by a tense frustration of her duty to economize and to get as much as possible for as little as possible, he usually approaches the vaudevilian "head of the house" with his irresistible appeal.

In the suave tones of his profession the salesman explains to the woman an opportunity to acquire at a nominal cost a suit for herself, clothing for her children or an outfit for her husband. "Every week we give away free clothing valued at \$50. All we want the recipient to do is to advertise our home—our wonderful bargains. We don't advertise in the newspapers and we don't pay high rents, so we can afford to sell our clothing at a figure 50 per cent under our competitors. Let me have your name."

Thus he goes on. The woman is led to believe that she will get something for nothing. She calls at the Chicago office. She looks over the clothing. If she finds anything that strikes her fancy the salesman gets her to pay \$1 down and to enter the advertising contest. Her name may be selected as the lucky beneficiary of the company's munificence. And they talk over the back fence about it afterward, the women, and wonder in their

## UTAH FARMER IS MEREDITH'S AJD



Elmer D. Ball.

Elmer D. Ball of the Iowa Agricultural college has been named assistant secretary of agriculture. He is an agricultural scientist and also a practical farmer. He owns and operates a farm in Utah. He was born in Athens, Vt., and was raised on a farm in Iowa. He has been a teacher in agricultural colleges and an investigator of agricultural problems.

simple way, why no one they know has ever been chosen as "the lucky one."

Anyway when she has paid her "1 down" she signs a contract. Usually she doesn't understand it—if she does she is probably one of the type who doesn't regard contracts seriously. A week later the salesman calls at her home. "Another dollar, please," he says. "That's a beautiful garment you picked out, Mrs. —." Finally the woman after paying over \$20 or \$22 begins to despair of ever reaching the required \$40 for the "genuine \$80 garment that you can't replace anywhere at any time for double the money."

That's the kind of "square-guys" we are proposition."

So the payments lapse. The salesman shrugs his shoulders. He refers her to the contract signed under an artificial stimulation of the imagination. She recalls her haste. "Can't a settlement be arranged?" she asks.

"Read your contract," is the terse return.

She reads. "In case holder of this contract will lapse, violate or discontinue paying as herein required the party shall forfeit all rights to the money paid in or any part thereof."

The husband must not know. She remains silent. Either she pays up her \$40 and gets cheap garment worth less than half the amount or she stops paying altogether and—well the company win either way you look at it. It's happening daily in Hammond.

## Bryan To "Carry On" To Floor

By WM. H. STUART

(STAFF CORRESPONDENT I. N. SERVICE)  
WASHINGTON, July 1.—William Jennings Bryan, it is understood, will carry to the floor of the convention a fight on the league of nations plank as well as his battle for prohibition.

"Bryan," said a member of the resolutions committee today, "seems willing to give away everything and anything to waive all technicalities and to ignore considerations of money and foreign debt in his desire and demand for immediate peace and for an immediate or very early entrance of this country into the league of nations."

"He is not satisfied with the league platform as drawn and will go to the floor of the convention with his league idea as well as with his prohibition fight."

The amendment which Senator Walsh of Mass. secured to the American league plank means but little. It simply makes it clear and certain that the Democrats will not stand out against technical or interpretative amendments, but would consent to amendments which would not nullify and destroy the

effort of the league of nations convention."

Collective bargaining is a concession which the platform grants to labor. Samuel Gompers does not get near what he asked for, but the Democratic leaders have hopes that labor will support the platform as drawn.

The resolutions committee is expected to complete its labors this afternoon.

## PESKY BED BUGS

Bedbug (Cimex lectularius). The origin of the name bedbug is unknown, but is supposed to be a natural suggestion as it is descriptive. There are many local names for these parasites, as for instance, "Chinches," from Baltimore comes the name "Mole-catchers." In New York they are called "Red Coats," around Pittsburgh they are called "Pesty Devils." In Cincinnati and the South "Night-riders." In Hammond and Chicago districts "Crimson," "Hamblers," the great West "Piercers." The old saying, "The bedbug has no teeth, but they get there just the same," is correct. Instead of teeth they possess a piercing and sucking beak. Draw and rob you of your blood for their own body.

Bedbugs, no matter what you may call them, or where they come from, science has found a way to rid them if you will use faithfully the new chemical Pesky Bedbug Quicker "P. D. Q." A 25c package makes one quart, enough to fill a gallon bedbug, roaches, fleas, ants, etc., and their eggs as well. P. D. Q. will not injure bedding, and each package contains a patent spot to enable you to get them in the hard-to-get-at places. Impose the new Pesky Bedbug Quicker where P. D. Q. is used. ADV.

## PREVENT THAT COLD

IT MAY DEVELOP SERIOUSLY  
HURLBURN'S  
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TAKE ONE AT ONCE

If you sneeze, sniffle or feel a chill coming on. Carry the small bottle at all times. Price 30 Cents at all dealers.

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You can not overestimate the importance of keeping the blood free of impurities. Any slight disorder or impurity is a source of danger, as every vital organ of the body depends upon the blood supply to properly perform its functions.

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U. S. Army Style Shoes—  
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U. S. Army Officers' Style Shoes—Plain toes,  
hand welted; \$12.00 values at only.....  
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At only  
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## Army Style Raincoats

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Made of gas mask  
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in latest belt design. **\$14.50**  
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U. S. Army Underwear—  
Summer weight, fine quality,  
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Union Suits—For men; fine \$3.00  
quality, at only.....  
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U. S. Khaki Pants—1,000  
just arrived; fine for riding  
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Small Army Tents—  
For fishing, outing,  
etc., at only—  
**\$3.95**

## NOTICE TO THE PUBLIC

Street Car Tickets, fourteen (14)  
for one dollar (\$1.00), accepted for  
fare on the cars of the Hammond,  
Whiting, & East Chicago Railway  
Company, are on sale at the following  
places:

## Hammond

SUMMERS' PHARMACY

562 Hohman Street

SAM SKUFAKISS

Candy Store, 1120 Columbia Ave.  
HAMMOND, WHITING & EAST  
CHICAGO R.W.Y. CO.'S OFFICE

Gostlin & Sheffield  
CHAS. STERGIOS

Candy Store

Corner Indiana Blvd. and Calumet Ave.

## Whiting

E. NARDI

Candy Store, 302 119th Street

## East Chicago

NOBLE MORRELLI

Candy Store, 4616 Forsythe Ave.

G. MORRELLI

Candy Store, 4706 Forsythe Ave.

## Indiana Harbor

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and E. CHICAGO  
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